

Senior Director of Concessions The Raleigh-Durham Airport Authority

Description: The Raleigh-Durham Airport Authority is seeking a Senior Director of Concessions. This position is responsible for working with the SVP & Chief Revenue Officer and Vice President of Commercial Management to develop and implement short and long-term strategies to maximize concession revenue and enhance the customer experience in accordance with the Raleigh Durham Airport Authority's strategic business plan. Specifically, the Senior Director will assist in leading/directing strategic and business initiatives related to growing all concession revenue areas, which includes airport concessions (food & beverage, retail, and advertising) and rental car activities. The Senior Director will play a critical team role in defining and implementing initiatives for profitable and sustainable concession related business performance and revenue growth. Additionally, the Senior Director will provide leadership, guidance and coaching to a dedicated team, inspiring a collaborative and collegial culture that is high performing and results focused.

Minimum Requirements:

- A minimum of five years of management experience in commercial management/concessions. Airport experience preferred.
- Bachelor's degree in one of the following: airport management, business/business administration, economics, finance, public administration or related field.
- Master's degree preferred.

Salary/Benefits: The hiring range for this position is \$117,452 – \$155,854 DOE, and the Airport Authority offers an attractive range of benefits.

Submission Deadline: [Open Until Filled](#)

Who to Contact:

https://adkexecutivesearch.com/images/uploads/RDU_Sr_Director_Concessions_Brochure.pdf